

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 03116 240714Z

ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W  
-----096850 241507Z /53

R 240529Z MAY 78  
FM AMEMBASSY KUWAIT  
TO USDOC WASHDC  
INFO /SECSTATE WASHDC 1056

UNCLAS KUWAIT 3116

USDOC FOR ITA/BED/CAGNE

E.O. 11652: N/A  
TAGS: BEXP, KU  
SUBJECT: EARLY WARNING ON ACQUISITION OF MARINE EQUIPMENT  
BY SHUAIBA AREA PORT AUTHORITY

1. SHUAIBA AREA PORT AUTHORITY (SAPA), WHICH IS RESPONSIBLE FOR MAJOR INDUSTRIAL ZONE SOUTH OF KUWAIT CITY, IS LIKELY SOON TO BE IN THE MARKET FOR THE FOLLOWING:  
A. TUGBOATS. KEEL MARINE LTD., (HOME OFFICE READING, U.K.), A LONG TIME SAPA CONSULTANT, IS PREPARING SPECIFICATIONS FOR THREE NEW, TWIN SCREW TUGBOATS RATED AT 3000 HORSEPOWER TO REPLACE THREE 2100 HP TUGS PRESENTLY IN SERVICE. INVITATION TO TENDER SHOULD FOLLOW SOON AFTER THE SPECIFICATIONS ARE COMPLETED.  
B. PILOT BOATS. SAPA PLANS TO PURCHASE THREE SINGLE/TWIN SCREW PILOT BOATS. KEEL MARINE WILL DRAW UP SPECS FOR BOATS, WHICH ARE LIKELY TO BE DIESEL POWERED.  
C. NEW CONTROL TOWER. U.S. CONSULTANTS, SVERDRUP AND PARCEL (800 NORTH TWELFTH BLVD., ST. LOUIS, MISSOURI, 63101) IS DOING PLANNING/DESIGN FOR NEW CONTROL TOWER TO REPLACE CRAMPED/DILAPIDATED TOWER FOR SHUAIBA PORT PRESENTLY IN USE. BESIDES TENDERING FOR NEW TOWER, SAPA WILL BE IN MARKET FOR SOPHISTICATED COMMUNICATION GEAR FOR SHIP TO SHORE CONTACT WITH TOWER.

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2. ACTION REQUESTED: USDOC ADVISE INTERESTED MARINE EQUIPMENT SUPPLIERS, SHIPBUILDERS, AND MARINE COMMUNICATIONS SUPPLIERS OF THESE OPPORTUNITIES AND CONTACT SVERDRUP-PARCEL FOR MORE INFORMATION ON CONTROL TOWER. TUG AND PILOT BOAT SUPPLIERS MAY WISH TO CONTACT KEEL MARINE LTD. FOR MORE DETAILS, ALTHOUGH FIRM MAY BE RELUCTANT TO PRO-

VIDE THESE. INTERESTED U.S. SUPPLIERS SHOULD CONTACT  
DIRECTLY FOLLOWING SAPA OFFICIAL ALERTING HIM OF THEIR  
CAPABILITIES:  
CAPTAIN A.R. AL-NAIBARI  
MANAGER, PERT OF SHUAIBA  
P.O. BOX 4690  
KUWAIT, STATE OF KUWAIT  
TELEX: 4205

3. U.S. FIRMS SHOULD BE AWARE THAT SAPA HAS TWO KEY  
BRITISH ADVISORS WHO FAVOR BRITISH MARINE SUPPLIERS. U.S.  
FIRMS WOULD BE WELL ADVISED TO HAVE THEIR REPRESENTATIVES  
OR AGENTS APPROACH NAIBARI AND OTHER KUWAITI SAPA OFFICIALS  
DIRECTLY IF THEY WISH TO PRESENT THEIR STORY FULLY.

SUTHERLAND

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 may 1978  
**Decaption Date:** 01 jan 1960  
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**Disposition Action:** n/a  
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**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
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**Disposition Reason:**  
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**Expiration:**  
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**Subject:** EARLY WARNING ON ACQUISITION OF MARINE EQUIPMENT BY SHUAIBA AREA PORT AUTHORITY  
**TAGS:** BEXP, KU  
**To:** COM  
**Type:** TE  
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